

Message Text

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ACTION EUR-12

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AMEMBASSY VIENNA

UNCLAS MOSCOW 0504

FOR BEWT/TPD/ROBINSON

VIENNA FOR VONTILLIUS

E.O. 11652: N/A
TAGS: BEXP, UR
SUBJECT: ELEKTRO-77

REF: USDOC 189

1. COMATT AND COMOFF MET JAN. 12 WITH YU. A. BELOUSOV, CHIEF, FOREIGN RELATIONS DEPARTMENT, MINISTRY OF ELECTRICAL EQUIPMENT INDUSTRY, AND G.

A. ZHUKOV, SECTION CHIEF IN MINISTRY'S TECHNICAL ADMINISTRATION, TO REVIEW PLANS FOR U.S. PARTICIPATION IN SUBJECT SHOW.

2. AFTER READING PRELIMINARY PARTICIPANTS LIST, BELOUSOV RESTATED MINISTRY'S HOPE (76 MOSCOW 9654) THAT EXHIBITS WOULD INCLUDE DEVELOPMENT WORK IN PROGRESS ON FUTURE PRODUCTS. HE RECALLED, FOR EXAMPLE, THAT GE STAND AT ELEKTRO-72 WAS DISAPPOINTING AS IT FEATURED ONLY CURRENT PRODUCTS WITHOUT REFERENCE TO COMPANY'S EXTENSIVE R AND D PROGRAM. ZHUKOV ADDED THAT EQUIPMENT WILL PROBABLY NOT BE SOLD OFF THE FLOOR IF IT DOES NOT INCORPORATE STATE OF-THE-ART TECHNOLOGY.

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3. IN DISCUSSING NEW TECHNOLOGY SOVIETS WOULD LIKE TO SEE, BELOUSOV AND ZHUKOV LAID PARTICULAR STRESS ON BATTERIES (E.G. NICKEL-CADMIUM) AND THEIR APPLICATIONS (E.G. BATTERY-DRIVEN AUTOMOBILES). IN VIEW OF THIS INTEREST, GOULD INC. WOULD MAKE LOGICAL PARTICIPANT AS IT IS MAJOR BATTERY PRODUCER ACTIVELY PURSUING SOVIET MARKET. IF HE HAS NOT ALREADY BEEN CONTACTED, BEWT OFFICER MAY

WISH TO CALL DONALD ZITO, ASSISTANT SECRETARY AND LEGAL COUNSEL
(TEL: 216-481-7200), WHO HELPS COORDINATE GOULD'S SOVIET PROGRAMS.

4. ASKED ABOUT EMERSON'S EXHIBIT (REFTEL), BELOUSOV AND ZHUKOV
GAVE TOP PRIORITY TO CATEGORY TWO, FOLLOWED BY CATEGORY ONE AND
CATEGORY THREE, WITH CATEGORY FOUR RUNNING DISTANT LAST. WITHIN
CATEGORY TWO, THEY NOTED SPECIAL INTEREST IN EQUIPMENT WITH
NUMERICAL CONTROLS AND THYRISTORS.

5. ZHUKOV EXPLAINED THAT AFTER ELEKTRO-77 REGISTRATION CLOSES
JAN. 20, END-USER MINISTRIES WILL BEGIN SIFTING THROUGH LISTS OF
EQUIPMENT FOR DISPLAY TO DECIDE TENTATIVELY WHO BUYS WHAT. AS
WE SHOULD GET IN AT BEGINNING OF THIS PROCESS, PLEASE CABLE
BEFORE JANUARY 20 AS MUCH INFORMATION AS POSSIBLE ON EXHIBITS
FOR ALL PROSPECTIVE PARTICIPANTS (INCLUDING VERBALS) AND FOLLOW
UP FOR ADDED STARTERS AS THEY REGISTER. PLEASE ALSO ENCOURAGE
EXHIBITORS TO SEND PRODUCT LITERATURE IMMEDIATELY AS IT IS ALSO
REQUIRED FOR END-USER'S REVIEW.

TOON

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

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